

124, 126

227

Resource Center: ⁴⁰² SAMPLE PROPOSALS

212

PROPOSAL TEMPLATES

Start Here

Create New Proposal

R-106

Proposal Management Center : PROPOSAL STATUS

~114 ~116

SALES SUMMARY

118

Product Sales

3. View Sample

Fleet Optimization

View Sample

-120

Status	Proposal Name	Customer Name	Owner	Units	Potential Revenue
In-Process	<u>Fleet Optimization Proposal</u>	Dancing Pixels	REP, MNTSALES1	0	\$0.00
In-Process	<u>Fleet Optimization #2</u>	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In-Process	<u>GEM Proposal</u>	The Gallup Organization	MANAGER, MNTSALES	1	\$48,000.00
In-Process	<u>Quick 1</u>	ABC Corporation	REP, MNTSALES1	1	\$0.00
In-Process	<u>Test Commission Calls</u>	Blake Handler, Co.	MANAGER, MNTSALES	0	\$0.00
In-Process	<u>Test Commission Calls</u>	Blake Handler, Co.	MANAGER, MNTSALES	1	\$1,295.00
In-Process	<u>FQ 620</u>	fo 620	MANAGER, MNTSALES	10	\$10,500.00
In-Process	<u>Sample</u>	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In-Process	<u>test analyze and compare reports 2</u>	test analyze and compare 2	MANAGER, MNTSALES	0	\$0.00

Fig. 1

122

ENCOMPASS ONLINE

Please select one

Create New Proposal > Customer/Location

PROPOSAL WORKFLOW

Create New Proposal > Customer/Location

Proposal Name/Type

Customer/Location

Current Product Info

Solution Configuration

Proposal Summary

Generate Proposal

Proposal Name > Digital Imaging Solution

Please create or select a Customer to assign Location(s) for this proposal.

Create New Customer/Location

Enter New Customer Name

ABC Corporation

NEXT

206

208

210

202

FIG. 2

122
124 326

ENCOMPASS ONLINE

Please select one

122

XYZ Corporation > Konica Replacement

Identify Products

Please select your Model, enter Quantity, and click Add.

Customer Location
XYZ Corporation

Department
Copy Center

326

324

Product Type
Don't Know

Brand
Konica

302

304

306

308

SEARCH

The following products have been identified for: XYZ Corporation.

Total Products for this Location: 4

#	Product	Product Type
4	LaserJet 4i	Laser Printer
3	FAX 9820	Fax
2	3035	Copier
1	2125	Copier

Product Type

Brand

Model

Qty

1

310

312

318

318

318

318

7812n

7820dxn

7821n

7821dxn

7830dxn

7830n

7915

7920

8020

8028

8031

FAX 9680

FAX 9750

FAX 9760

FAX 9765

FAX 9820

FAX 9825

FAX 9830

FAX 9880

FAX 9925

FAX 9930

FAX 9980

Force 50

Force 60

Force 75

DELETE

210

FIG. 3

202

#	Product	Usage (Mo.)	Equipment Cost	Service Cost	Del to
1	Konica:5370 Product ID 412 414 123441 <input type="checkbox"/> Networked Copier : Segments (70-89 CPM) Dept: Administration	Usage / % Coverage Mono 60000 / 9% 416 418	Acquisition Type 420 Lease (CPC) <input type="checkbox"/> CPC .045 422 Min. Monthly Pages 50000 424	Base Pay(\$) 0.00 Overage(\$) .01 Vendor Konica Escalation 5%	Pages Incl. 45000 Toner Incl. 426

124 126

ENCOMPASS ONLINE

Please select one

112

124 126

124 126

View/Edit Proposal

Solution Configuration

Configure

Please select a Base Model to assign Configurations to this Proposal.

Base Model: ESTUDIO550

502

The following configurations have been saved for: ESTUDIO550.

524

522

Configuration Name	MSRP	508	Base Price	510	Created by	512	Assign
Estudio 550 Printing System	\$26,976.00		\$0.00		BTASALES1.REP		534

Configurations Assigned to this Proposal

518

520

Configuration/Group Name	MSRP	Base Price	Unassign
None Found			

Save

526

202

FIG. 5

ABC Corporation > Fleet Optimization #2

Quantity

Fleet Optimization

- 602

Products to be Replaced (by Type)

Product Type	Quantity Replaced	Total Monthly Usage		Total Mo. TCO
		Mono	Color	
Laser Printer	2	2,000	0	\$80.09
Copier	1	2,500	0	\$174.00
Total	3	4,500	0	\$254.09

Plan: 36 Months FMY Lease

Billing Cycle (Monthly): Lease Factors (0102778): Toner Included (No): Annual Escalation Charge (No)

Configuration / Group Name

Qty

Per Unit

Extended

Equipment

TCO

Commission

AIM 4 TOP

Products to be Replaced (by Type)

Quantity Replaced

Total Monthly Usage

Total Mo. TCO

Plan: 36 Months FMY Lease

Billing Cycle (Monthly): Lease Factors (0102778): Toner Included (No): Annual Escalation Charge (No)

Configuration / Group Name

Qty

Per Unit

Extended

Equipment

TCO

Commission

AIM 4 TOP

Plan: 36 Months FMY Lease

Billing Cycle (Monthly): Lease Factors (0102778): Toner Included (No): Annual Escalation Charge (No)

Configuration / Group Name

Qty

Per Unit

Extended

Equipment

TCO

Commission

AIM 4 TOP

Plan: 36 Months FMY Lease

Billing Cycle (Monthly): Lease Factors (0102778): Toner Included (No): Annual Escalation Charge (No)

Configuration / Group Name

Qty

Per Unit

Extended

Equipment

TCO

Commission

AIM 4 TOP

FIG. 6

XVZ Corporation > Konica Replacement

1. *Chlorophyll a* (Chl *a*)

Xerox Corporation has indicated that their specific goals are to reduce costs by a minimum of 10%, reduce document-imaging assets by 20% minimum and to go to a single source for all products and services.

751

202

Fig. 7

1	Cover Page (Required)	
2	Executive Summary	
	<input checked="" type="checkbox"/> Proposal Overview	
	<input checked="" type="checkbox"/> Current Costs/Usage	
	<input checked="" type="checkbox"/> Customer Objectives	
	<input checked="" type="checkbox"/> Critical Success Factors	
	<input checked="" type="checkbox"/> Toshiba Benefits	
3	Current Scenario	
	<input checked="" type="checkbox"/> Overview	
	<input checked="" type="checkbox"/> Highlights	
	<input checked="" type="checkbox"/> Cost/Usage by Technology	
	<input checked="" type="checkbox"/> Technology Overview	
	<input checked="" type="checkbox"/> Supplies Overview	
	<input type="checkbox"/> Fleet Management	
4	Recommended Toshiba Solution	
	<input checked="" type="checkbox"/> Solution Summary	
5	Benefits of Recommended Solution	

FIG. 9

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